

Message Text

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SUBJ: THEME SELECTION: 1976 BRNO ENGINEERING FAIR

REF: A. USDOC 16817; B. PRAGUE 2978

1. ANOTHER MEETING AT STROJEXPORT HAS PROVIDED ADDITIONAL INFORMATION ABOUT CZECHOSLOVAK IMPORT REQUIREMENTS FOR MATERIALS HANDLING EQUIPMENT. POWER STRAPPING MACHINES ARE NOT PRODUCED IN CZECHOSLOVAKIA, AND ARE IMPORTED FROM JAPAN, HOLLAND, AND WEST GERMANY. U.S. FIRMS MAY BE ABLE TO CAPTURE PART OF THIS MARKET. A MORE IMPORTANT MARKET IS FOR AUTOMATIC STORAGE AND RETRIEVAL SYSTEMS FOR SPARE PARTS. THE MARKET IS DOMINATED BY A WEST GERMAN FIRM WHICH SOLD THE CZECHOSLOVAKS A LICENSE TO PRODUCE TPW EQUIPMENT, BUT STILL SUPPLIES SOME OF THE COMPONENTS WHICH THE CZECHOSLOVAKS DO NOT MANUFACTURE. THIS UNDERLINES THE IMPORTANCE OF GETTING IN EARLY, AND LEADS INTO TPY NEXT SECTION OF THIS CABLE.

2. STROJEXPORT PLACES ORDERS GIVEN IT BY END-USERS. IT KNOWS WHAT KINDS OF MATERIALS HANDLING EQUIPMENT THEY HAVE ORDERED IN THE PAST, AND HAS SOME IDEA OF WHAT THEY WILL REQUIRE FOR THE NEXT FZO YEARS. THE TASK OF IMADOS, THE RESEARCH INSTITUTE FOR MATERIALS HANDLPTG EQUIPMENT, IS, IN THE LONG RUN, TO GUIDE BOTH THE END-USERS AND THE FTO'S TOWARD MORE EFFICIENT SYSTEMS EMPLOYED IN FOREIGN COUNTRIES, AND TO HELP LOCAL MANUFACTURERS TO DESIGN BETTER SYSTEMS.

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THE FOLLOWING LIST OF PRODUCTS OBTAINED FROM IMADOS DOES NOT

CONPRISE PRODUCTS WHICH THE CZECHOSLOVAKS ARE ACTIVELY SEEKING TO BUY AT PRESENT, BUT RATHER THOSE IN WHICH IMADOS IS INTERESTED AS A RESEARCH INSTITUTE. PURCHASES, EITHER OF EQUIPMENT OR LICENSES, COULD TAKE PLACE IMMEDIATELY FOLLOWING THE BRNO ENGINEERING FAIR IN THE CASE OF A PARTICULARLY IMPRESSIVE PIECE OF EQUIPMENT, BUT WOULD NORMALLY OCCUR AFTER IMADOS AND THE END-USERS HAD HAD A CHANCE TO "DIGEST" NEW TECHNOLOGY AND TO INTEGRATE IT INTO FUTURE INVESTMENT IN NEW OR IMPROVED PLANT AND EQUIPMENT.

3. THE LIST SUPPLIED BY IMADOS IS AS FOLLOWS:

A. AUTOMATION OF MATERIALS HANDLING IN PLANTS:

- AUTOMATIC TOWING VEHICLES
- LOW-LIFT WITH AUTOMATIC TRAVEL, LOADING AND UNLOADING
- LABOR SAVING DEVICES (E.G., UNIMAS)
- AUTOMATIC STORING SYSTEMS (TRIAx, CLEVELAND TRAMLIN, ETC.)
- AUTOMATIC RECEPTION AND EXPEDITION LINES
- AUTOMATIC UNDERSLUNG TRUCK TRACK
- PNEUMATIC CRANE MANIPULATORS (SUCH AS CONCO, MANDOTA, ILLINOIS) INCLUDING THE NEWLY-DEVELOPED AUTOMATIC STORAGE SYSTEMS
- PALLET POSITIONERS WITH PNEUMATIC TILTING

B. PALLETIZATION:

- PALLETIZING AND DE-PALLETIZING MACHINES
- AUTOMATIC LINES FOR CREATING LOADING UNITS, INCLUDING FIXATION

C. CONTAINERIZATION:

- MACHINES AND EQUIPMENT FOR MECHANIZED LOADING OF PIECEMEAL GOODS INTO CONTAINERS
- CONTAINERS ISO 1 C FOR FLUIDS
- SMALL CONTAINERS FOR FLUIDS AND LOOSE SUBSTRATES FOR UNCLASSIFIED

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EXTERNAL TRANSPORT

D. TRANSPORT VEHICLES AND LOADERS:

- TRUCKS FOR MANIPULATION WITH CLARK EQUIPMENT CONTAINERS

E. AUTOMATION ELEMENTS:

- MINICOMPUTERS FOR MANAGEMENT
- MINICOMPUTERS
FOR AUTOMATIC CONTROL OF EQUIPMENT.
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